

Increasing personal influence for organizational effectiveness....



Client need

A large technology organization needed to improve collaboration throughout the company, a necessary challenge for growth. The company engaged BTS to create a program to help selected leaders see themselves differently, increase their personal influence and lead the new ways of working in the company.



The solution...

- **Disrupted the definition of trust** and what leaders can do to build it
- **Built empathy skills** through practicing a new kind of listening, both virtually and in-person
- **Shared specific tools** and techniques to increase productive debate and help leaders engage and inspire teams
- **Facilitated real conversations**, which were possible to conduct virtually, balancing advocacy and inquiry
- **Provided real-time feedback** to improve leaders' impact in a difficult conversation they planned to have within the next week



Results

100% of participating leaders would recommend the course to others



I know how to build trust



I can have the conversation I was avoiding



I have tools to use tomorrow

